



GENERAL OFFICES • 2501 HUDSON ROAD • ST. PAUL, MINNESOTA 55119 • TEL. 733-1110

Duplicating Products Division

June 9, 1965

Mr. T. Nelson, Systems Consultant
Box 1546
Poughkeepsie, New York 12603

Dear Mr. Nelson:

SPEED COPYING... the next leap forward in a rapidly dramatically changing copying industry.

First, it was a "copy"...any kind- then it was a "quality copy;" now it's "quality copies in a hurry."

And 3M Brand "Speed Copying" Products have made this latest breakthrough possible. Based on a new copying technology called Adherography, "Speed Copying" delivers up to 40 copies per minute on ordinary bond paper...for as little as 1¢ per copy plus supplies.

3M "Speed Copying" can best help you in areas of high copy volume where multiple copies of originals are usually required. If you now use a copying machine for such jobs, "Speed Copying" will handle it faster and more economically. Where duplication is being used, you can expect a cleaner, higher quality job from "Speed Copying."

Your city has been selected by 3M for initial distribution of this new product. A limited number of orders are being accepted for early delivery. Our sales representative will call you to discuss your needs and arrange for a personal demonstration.

A descriptive brochure is enclosed. If you wish an immediate sales call just pencil a note on this letter and return it to me.

It's been a pleasure to answer your request for more information.

Sincerely,

R. W. Keich

R. W. Keich
Sales Manager
Systems Products

MINNESOTA MINING AND MANUFACTURING COMPANY

3M BRAND SPEED > COPYING

PRODUCTS

3M BRAND SPEED COPIER AND MASTER MAKER

Rental charge based on copy volume per month:

up to 10,000 copies	\$.015 per copy
up to 25,000 copies	.0125 per copy
over 25,000 copies	.01 per copy

(minimum monthly copier charge \$50.00)

Copier rental charge includes maintenance

This copy was made on the SPEED COPIER.

3M BRAND SPEED > COPYING SUPPLIES

MASTERS

IMAGING METHOD	8½ x 11	8½ x 14
DIRECT (TYPE 812)	5.00/C	6.35/C
FACSIMILE* (TYPE 811)	10.00/C	12.70/C

*Includes film intermediate

PACKAGING	PER BOX
DIRECT	500 masters
FACSIMILE	250 masters, 250 intermediates

RUN-OFF PAPER

DESCRIPTION	8½ x 11	8½ x 14
ADHEROGRAPHY BOND	1.50/ream	1.90/ream

PACKAGING—10 reams per carton

CARTONS	2-4	5-9	10-19	20+
QUANTITY DISCOUNT	5%	10%	15%	25%

Suggested consumer prices effective 3-1-65, subject to change without notice.

IMAGING POWDER

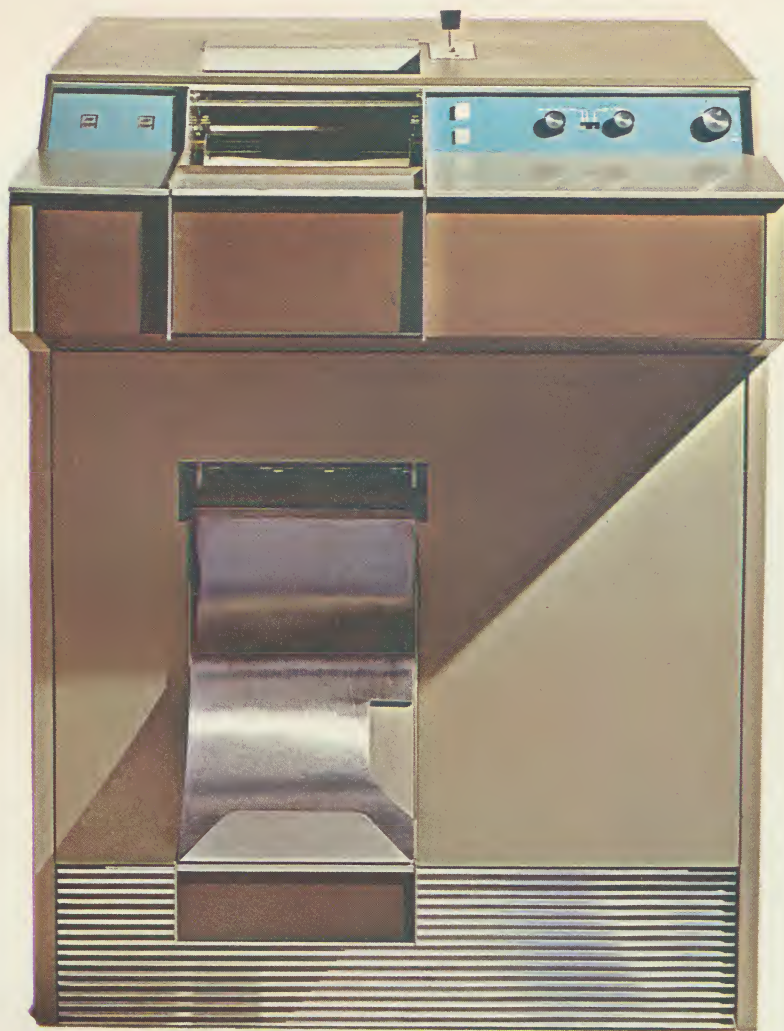
COST PER COPY	\$.0025
PACKAGING	PRICE
1 LB. CONTAINER	\$15.00

DUPLICATING
PRODUCTS
DIVISION



NEW FROM 3M...ADHEROGRAPHY

A COMPLETELY NEW COPYING CONCEPT



3M BRAND **Speed Copier**

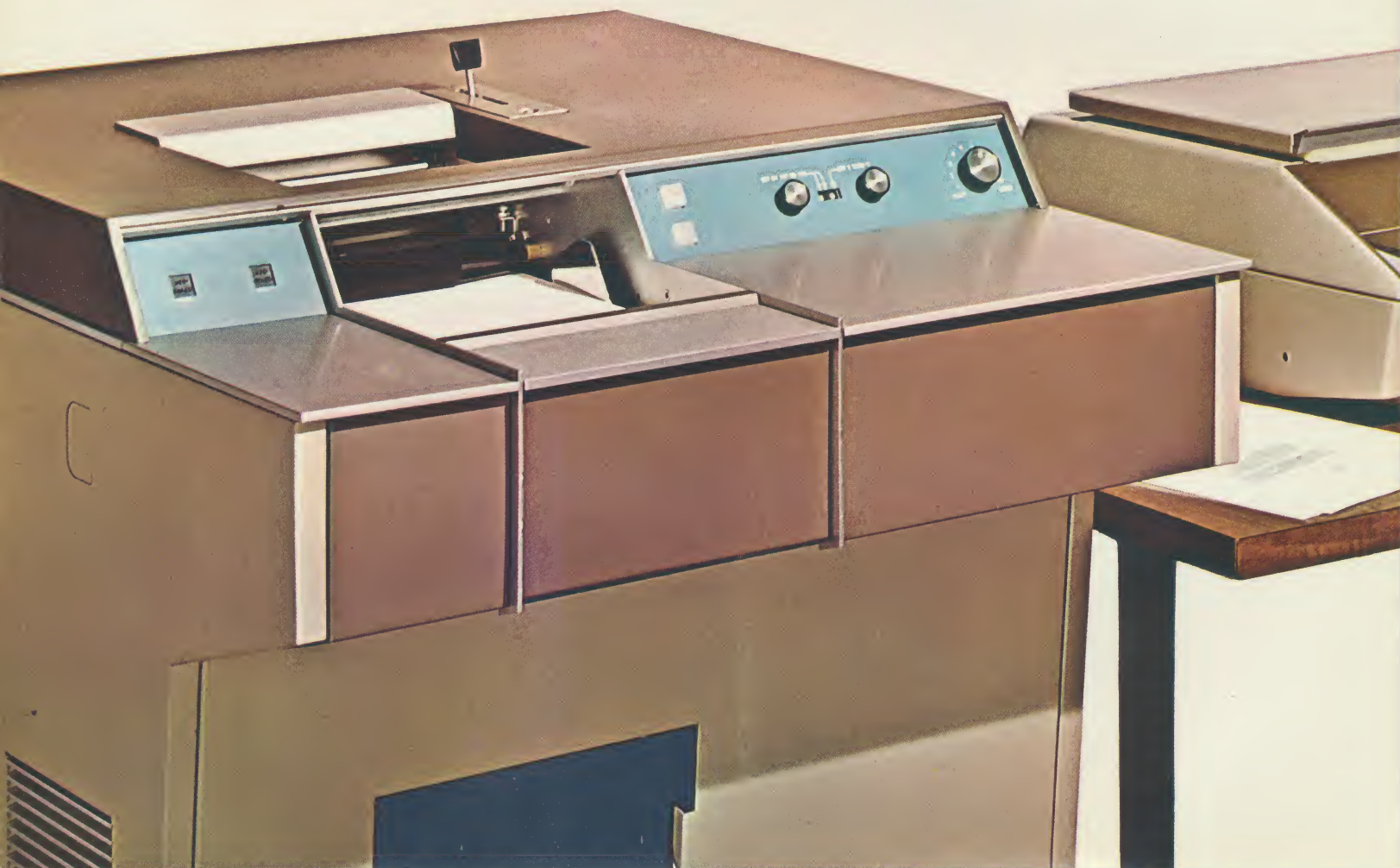
NOT "TOMORROW," NOT NEXT YEAR, BUT RIGHT NOW...

New copying speed
...40 per minute!

New copying quality
...Like printing!

New copying ease
...Touch a button!

INTRODUCING ADHEROGRAPHY—a new kind of master copying using the new 3M Brand Speed Copier to make copies of virtual "printing press" quality right in the office. For the first time, here's a copying process that combines speed, economy, quality and convenience to deliver results you could only expect from a printing press . . . until now! And it's completely clean . . . can be located wherever it's most convenient.





**THE WORLD'S
MOST ADVANCED
COPIER**

**HERE TODAY...
DESIGNED WITH
TOMORROW
IN MIND**



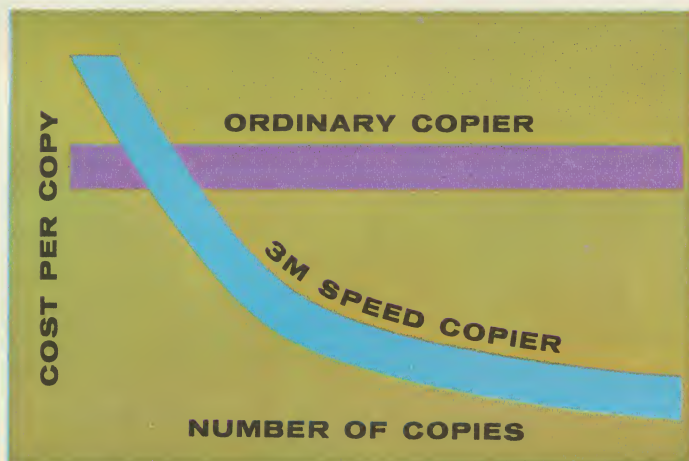
**(OPEN PANEL FOR
SEVEN REASONS WHY)**

1

COPIER COST LOW AS 1¢ PER COPY

Why ask an ordinary copier to make multiple copies? This chart illustrates how the 3M Adherography master and 3M Speed Copier reduce copier costs up to 67% on multiple copying jobs. Speed Copier cost is low as 1¢ per copy, plus about $\frac{3}{4}$ ¢ per copy for supplies.

HERE'S HOW A MASTER CUTS MULTIPLE COPY COSTS FAST . . .



2

UP TO 40 COPIES PER MINUTE—AUTOMATICALLY

The 3M Speed Copier gives you as many copies as you need, quickly and automatically. Insert the master, dial the number you need from 1 to 199, touch the button. The rest is automatic. The master can be filed and re-used any time more copies are needed.

3

COMPACT, BEAUTIFUL DESIGN

The clean, modern, compact design of the 3M Speed Copier fits in handsomely anywhere in the office. The statistics: 41" high, 30" wide, 33" deep.

4

TWO WAYS TO MAKE MASTERS

You can type, write or print on clean, dry master paper . . . or use the master maker to produce facsimile masters from any document, including colorful originals. Even copy from bound books and other bulky materials. Up to 200 copies can be made from a single Adherography master.

5

NO WARM-UP TIME

No waiting or make-ready. Put the master in and "go"! With the first copy, you'll turn out superior quality work. The 3M Speed Copier automatically keeps copy quality uniform.

6

CLEAN AND DRY COPIES—NO MESS

You get copies that rival printing in quality. No smudged work, no smudged fingers while using the 3M Speed Copier. Master and copies are completely dry and clean.

7

USE ORDINARY PAPER

The 3M Speed Copier produces a sharp, black image on regular bond-weight paper.

FOR NEW WAYS TO INCREASE BUSINESS
PROFITS, EFFICIENCY THROUGH **"IMAGINATION
IN IMAGE-MAKING"**... LOOK TO 3M RESEARCH!



Duplicating Products Division **3m**
COMPANY